



Retail Sales Career Technical Training Area

Retail Sales and Services Career Pathway

Retail Sales

The Job Corps Retail Sales career training program takes approximately 8 to 12 months to complete and requires training in the following subject areas:

- **Customer Service**
 - Learn about products or services
 - Assess customer needs
 - Educate customer
 - Meet customer's needs and provide ongoing support
- **Sales**
 - Prepare for selling
 - Gain customer commitment and close sale
 - Develop and implement a sales follow-up plan

Certification:

Students who complete a Job Corps training program are eligible to receive a nationally recognized certificate of completion.

Steps to certification:

Before completing a Retail Sales training program, students should:

- Have the basic math and reading skills necessary to perform the job.
- Complete the core curriculum and pass all written and performance tests.
- Be in good standing with employer, school, or training program.

Average length of training:

8 to 12 months

The salary range for various careers in Retail Sales is:

\$23,000 to \$35,000/year

THE BENEFITS OF JOB CORPS

Industry-recognized certification • Hands-on training and internships • Housing, meals, and basic medical care • Earn while you learn: Biweekly living allowance • Administered by the U.S. Dept. of Labor

What is Job Corps?

- **A residential career training program**
- **Your path to a career in a high-growth industry**
- **A place to earn your high school diploma or GED**
- **Career counseling and support after graduation**



Career Technical Training programs vary at different Job Corps centers.

Administered by the U.S. Department of Labor, Job Corps is the nation's largest career technical training and education program for students ages 16 through 24. Job Corps is a U.S. Department of Labor Equal Opportunity Employer Program. Auxiliary aids and services are available upon request to individuals with disabilities. TDD/TTY telephone number is (877) 889-5627.